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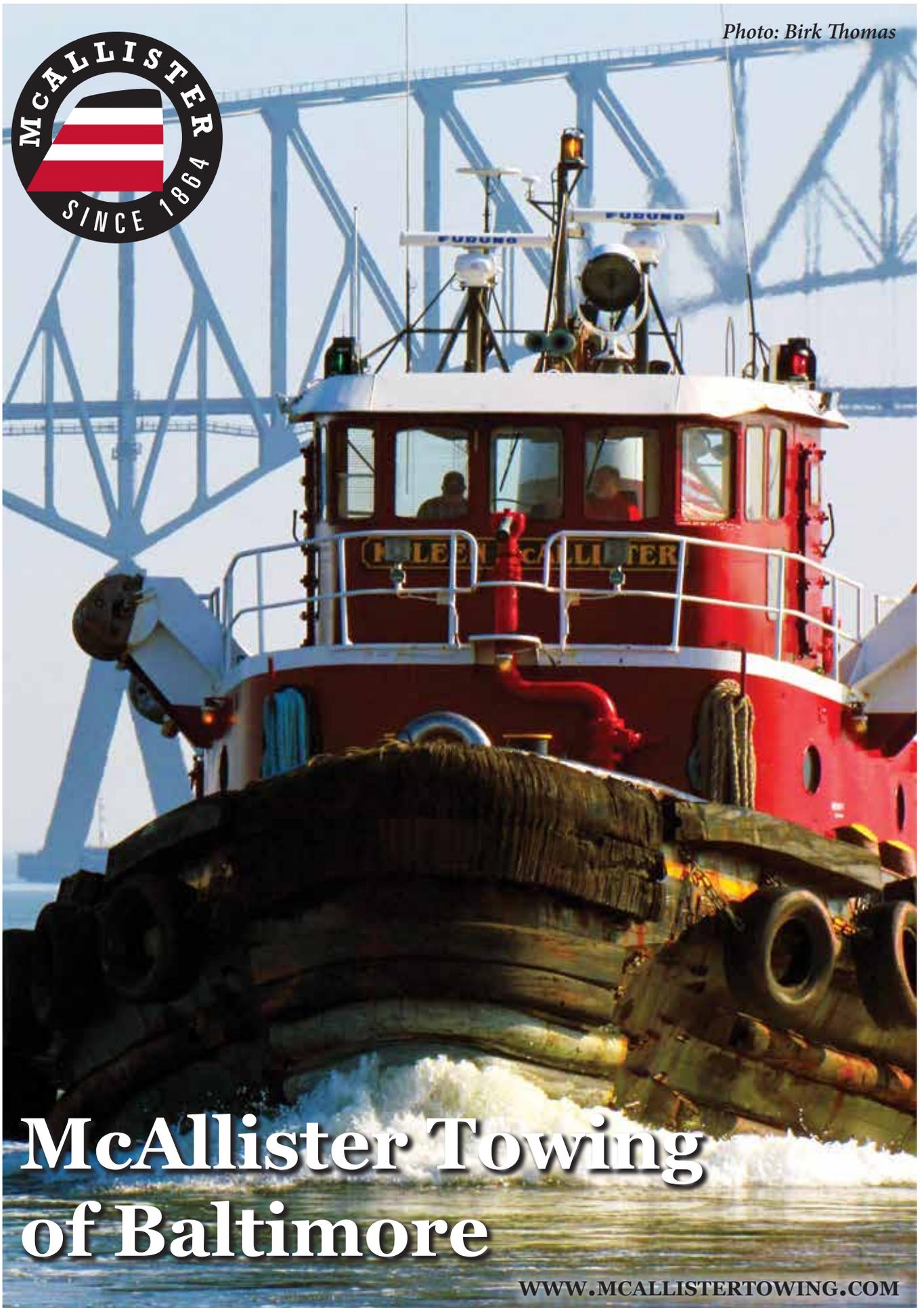


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**COVER:** Solid relationships with government and private-sector partners help make the Port one of Maryland's leading economic engines. Photo of WWO ship by Bill McAllen. Group shot courtesy of MDOT MPA.

Photo: Birk Thomas



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GOVERNOR'S MESSAGE

## Setting New Records, Port Continues Its Role as Top Economic Engine

**T**he Port of Baltimore is a great example of our administration's commitment to ensuring that Maryland remains *Open For Business*. During the first quarter of 2018, the Port's state-owned public marine terminals handled a record 2.7 million tons of general cargo, an eight percent jump from last year, which ended up being a record year. The Port also had more than 156,000 containers cross its piers from January through March 2018, a 14 percent jump over 2017, which was a record year for containers.

These impressive milestones come on the heels of an excellent 2017 for the Port of Baltimore. Last year, the Port's public and private marine terminals handled 38.4 million tons of cargo, which was the most since 1979 and the third-highest in its 312-year history!

While these and other records that the Port establishes are important and noteworthy, I do not want to minimize what really makes the Port important — its role as one of Maryland's top economic engines. More than 127,000 jobs in our state are connected in some way to the Port, while more than 13,600 are direct jobs generated by the Port. Many of these are good-paying, family-supporting jobs.

The Port of Baltimore is a barometer for the state's economic climate. When the Port succeeds, Maryland succeeds. I am committed to working to make certain the Port of Baltimore remains competitive, continues to grow and continues to be a leading jobs creator in our great state.

**Larry Hogan**, *Governor*

EXECUTIVE VIEW

## Port's Record Success Is a Team Effort

**A**s Governor Hogan notes, we are off to a very good start in 2018. Successes like these do not just happen. They are due to the efforts of our most important resource — the men and women who make up our strong labor force.

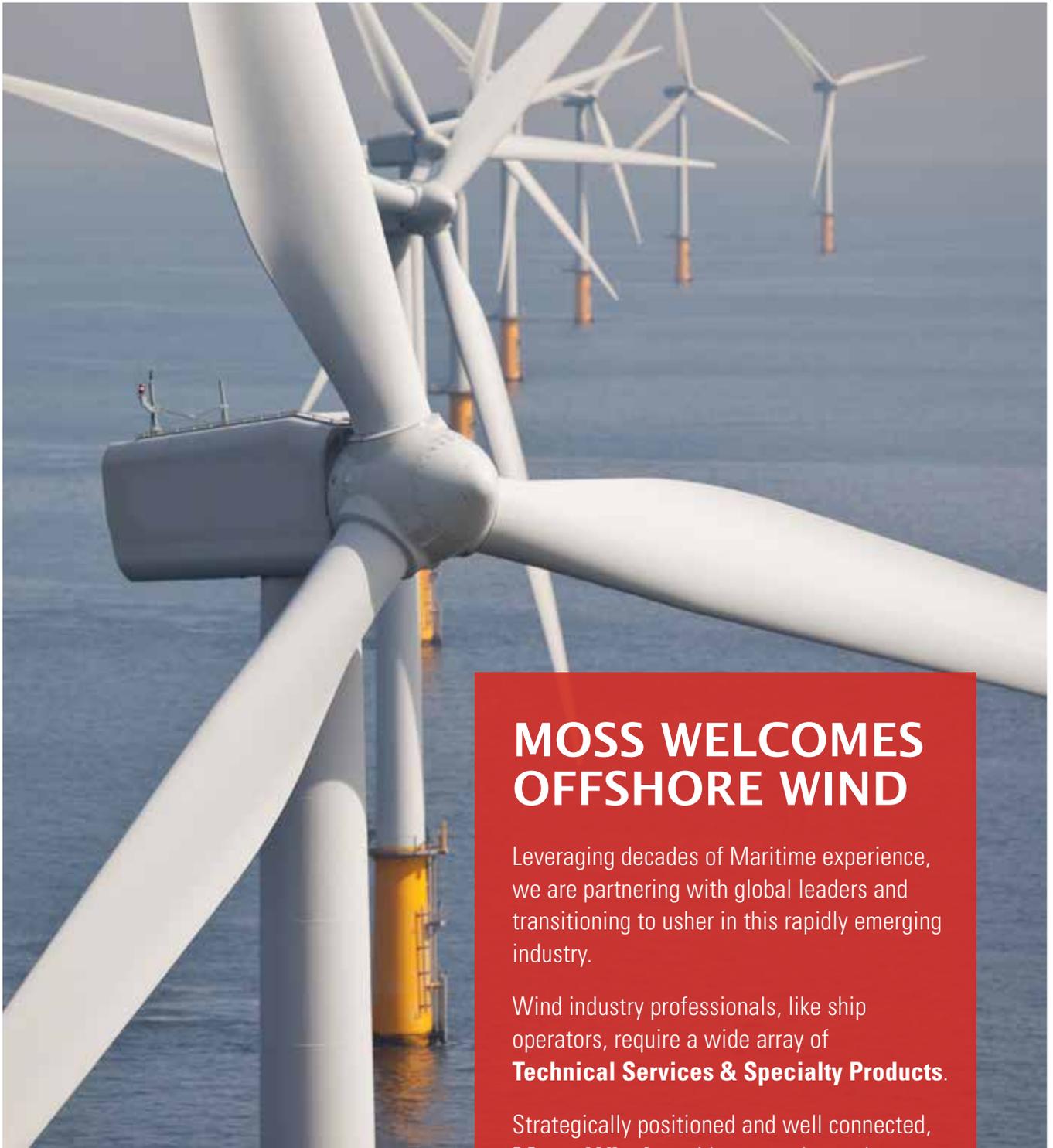
Our ILA longshore workers are the best in the nation. We can give them the tools to succeed, but they are the ones who execute it. I congratulate and thank the men and women who helped make these successes happen.

The people who contribute to making our Port operate efficiently, however, go beyond longshore workers. We have many other jobs on our marine

terminals that are all vital cogs to making the Port of Baltimore run on all cylinders.

The governor likes to say that Maryland is *Open For Business*. The Port of Baltimore would not be among the leading state entities for demonstrating that without the efforts of all of the people who make our Port go. I applaud them for their efforts and look forward to continuing to work together to further show that the most productive port in the U.S. is right here in Maryland!

**James J. White**, *Executive Director  
Maryland Department of Transportation  
Maryland Port Administration*



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# SOUNDINGS

The Happenings In and Around the Port — Send us your news for a possible item in the Soundings section in the *Port of Baltimore* Magazine. Email [todd.karpovich@todaymediacustom.com](mailto:todd.karpovich@todaymediacustom.com).



KATHY BERGREN SMITH

## NEWSMAKERS

### Ellicott Dredges Reaches Deal with Saudi Arabian Firm

Baltimore-based Ellicott Dredges has reached a deal to ship a large custom-designed bucket-wheel dredge to a Saudi Arabian chemical company engaged in salt mining. The salt is used to make chlorine and polyvinyl chloride (PVC) products like PVC pipe.

The nearly one million-pound dredge was shipped out of the Port of Baltimore aboard the *Bahri Tabuk* in May. The dredge was broken down into about 12 breakbulk pieces and approximately 14 containers for the 39-day voyage, according to Peter Bowe, CEO of Ellicott Dredges.

Ellicott developed this patented specialized bucket-wheel dredge, which is primarily used for the underwater dredging of hard materials, such as salt. The dredge has a dual bucket-wheel excavator.

Ellicott has prior experience working with businesses in Saudi Arabia. In March 1990, Ellicott shipped a similar

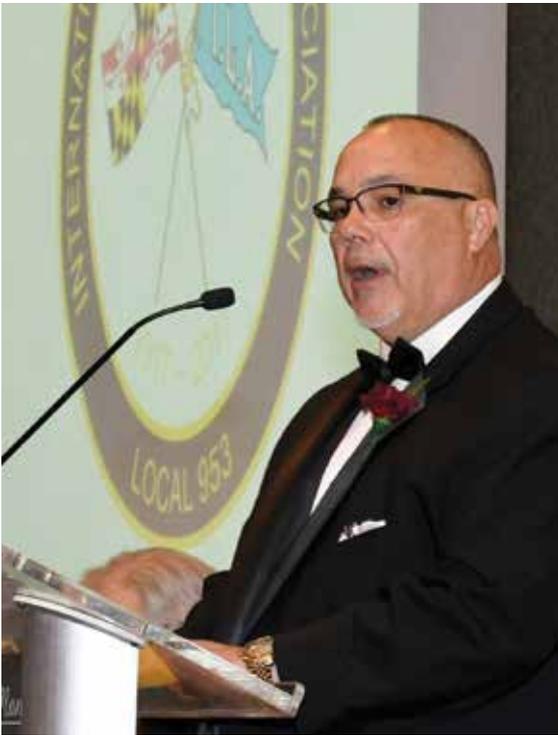
871,223-pound bucket wheel to Saudi

Petrochemical Company. That dredge was also destined to mine underwater salt deposits and was shipped out of the South Locust Point Marine Terminal in 99 pieces, ranging in weight from 90,000 pounds to 630 pounds. It took two weeks and more than 20 trucks to deliver all the pieces to the terminal.

Ellicott was founded in 1885 and is the world's oldest and largest builder of medium-sized cutter suction dredges. The company built all the dredges used in the original construction of the Panama Canal and is focused on the world market for cutter dredges.

Ellicott's dredges are used for sand mining, harbor and navigation maintenance, water reservoir restoration, river and channel dredging, beach restoration and erosion control and environmental cleanups, among other things. The firm has designed and manufactured more than 2,000 dredges — more than any other manufacturer — and has served customers in more than 100 countries. 🌐





## EVENT



# Shade Honored as Transportation Person of the Year

John D. Shade received the "Transportation Person of the Year" award at the 105th annual dinner of the Traffic Club of Baltimore on April 12 at Martin's Valley Mansion in Cockeysville. The event attracted more than 100 guests from both the public and private sectors.

In addition, Shade was unanimously elected to his second term as the Business Agent/Labor Coordinator in January 2018 for the International Longshoremen's Association (ILA) Local 953. He is among the fourth generation of his family to work in the maritime industry.

Shade was the treasurer of ILA 953, the Clerks and Checkers Union, for 10 years. He is now that union's business agent and is responsible for about 200 employees. On a daily basis, he administers union business with the Port's members and employers.

The goal of the Traffic Club is to promote the transportation industry and support initiatives that advance the interests of the Baltimore metropolitan area and educational and charitable efforts for local residents. The Club's various events raise money for scholarships and charitable contributions that are awarded each May at the end of the fiscal year. 🌐

↑ **John D. Shade speaks to a capacity crowd after receiving the "Transportation Person of the Year" award at the 105th annual dinner of the Traffic Club of Baltimore. Shade was also elected to his second term as the Business Agent/Labor Coordinator for the ILA Local 953.**



PHOTOGRAPHY BY BILL MCALLEN

**EVENT**

Local Workers Showcase  
Their Skills at the Annual

# Ro/Ro Rodeo

More than 240 longshore workers learned how to wrangle new farm and construction equipment off container ships for Port of Baltimore customers at the annual Ro/Ro Rodeo.

The two-day training event, which began in 1996, is aimed at training longshoremen on the correct operation of the vehicles that cross the piers at the Port. It was developed by the Quality Cargo Handling Action Team (QCHAT), part of the Maryland Department of Transportation Maryland Port Administration (MDOT MPA).

The Ro/Ro Rodeo provides an opportunity for the men and women who work at the Port to familiarize themselves with the latest agricultural and construction equipment that they operate on and off ships. The workers handle specialized controls in each piece of farm and construction equipment to be able to move them safely.

On May 8-9, several manufacturers, including new customers CLAAS of America and LBX Co., took part in the rodeo. They sent representatives to the Dundalk Marine Terminal, along with the latest models of equipment, from combines to bulldozers.

There were about 25 pieces of equipment in all, and the program was once again a rousing success.

Sponsors include the MDOT MPA, the Steamship Trade Association of Baltimore and the International Longshoremen's Association. Technical specialists, representing 15 manufacturers and 22 brands, assisted the longshoremen.

Last year, the Port handled 10.7 million tons of autos and light trucks, containers, roll-on/roll-off (farm, mining and construction equipment), forest products (rolled paper and wood pulp) and breakbulk cargo at the state-owned terminals. 🌐

←  
**Technical specialists,  
representing  
15 MANUFACTURERS  
and 22 BRANDS,  
participated.**



PHOTOGRAPHY BY BILL MCALLEN



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**EVENTS**

**Vietnamese Delegation Visits Port of Baltimore**

A delegation of Vietnamese government officials visited the Port of Baltimore as part of a U.S. tour to gain insights into the U.S. customs bond system as part of a pioneering trade-facilitation initiative.

The Maryland Department of Transportation Maryland Port Administration (MDOT MPA) conducted a presentation with Ports America and provided a Seagirt tour. Representatives from the MDOT MPA included Donovan Murray, Natasha

Pavlovich and Michele Nickoles. In addition, U.S. Department of Agriculture officials Theresa Smedley and Theresa Fox participated in the presentation.

The trip, which included a visit to the Port, allowed the delegates to see firsthand how the U.S. system works for customs officials and importers.

“The delegation this week has been a major milestone for the Alliance project in Vietnam, and we are grateful to all those organizations in the public and private sectors that made it possible,” said Philippe Isler, Director of the Global Alliance for Trade Facilitation.

The project aims to speed up the

release of goods at Vietnamese ports by introducing a modern customs bond system similar to that used in the U.S. Vietnam will be the first country outside the U.S. with such an all-encompassing system.

“One of the main things we aim to do at the Alliance is encourage the sharing of best practices — all countries that trade are grappling with similar barriers and bottlenecks at borders and there is a real opportunity to learn from each other,” said Isler. “We hope to now be able to reflect on the learnings from this week and move ahead to pilot the new system for Vietnam in the coming months.” 🌐

**OBITUARY**

**Footner, a Veteran Shipping Executive, Dies at 94**

Geoffrey M. Footner, the founder of several shipping companies, died in April at the age of 94 in Baltimore.

Footner, a long-time Fells Point resident, began his career as a foreign trade representative for the Association of Commerce. He also served as secretary of the Foreign Trade Forum of Baltimore.

In 1950, Footner and Roberto M. Gutierrez founded an international cargo firm that worked with the Port

of Baltimore, called Footner & Co. Several years later, Footner and another partner, Rolf Graage, launched Intermodal Transports Inc., which specialized in containerized cargo transport to the Port.

Footner also opened Bay Agencies in Baltimore and Norfolk, Va., which routed container vessels between New York, Norfolk, Antwerp and other northern European ports. After selling his stakes in those businesses, Footner became a consultant for the maritime industry.

Footner was a 1941 graduate of Charlotte Hall Military Academy and also served as a lieutenant in the United States Navy. 🌐

We Need  
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FEEDBACK

**SURVEY**

## Look Out for Survey on Port's Economic Impact

Every three to four years, the Maryland Department of Transportation Maryland Port Administration (MDOT MPA) conducts a study on the economic impact of the Port of Baltimore's cruise, cargo and vessel operations.

To develop an accurate measure of the Port's impact, MDOT MPA has retained Martin Associates of Lancaster, Pa., to survey local businesses in several industry sectors, including private terminals, manufacturers, steamship lines, agents, terminal operators, stevedores,

railroads and trucking companies, warehouse operators, chandlers, surveyors and government agencies, among others.

If your business is directly dependent on the Port of Baltimore's activities, know that Martin Associates may reach out to you. The information gathered in the survey will be strictly confidential and will only be shared in aggregate form — no company- or individual-specific data will be provided to MDOT MPA or any other party.

At the same time, your contributions are

crucial, as the final survey report will be used to inform public and elected officials about the Port's economic contributions.

access to terminals.

For answers to any questions you have about the survey, please reach out to MDOT MPA's Director of Planning, Jim Dwyer, at 410-385-4469 or [jdwyer@marylandports.com](mailto:jdwyer@marylandports.com). You may also contact Elizabeth Martin

**Your contributions are crucial to inform public and elected officials about the Port's economic contributions.**

This information is useful in obtaining state funding for the MDOT MPA's dredging program, future seaport development and landside

Payne at Martin Associates by calling 717-295-2428.

Thank you in advance for your cooperation in this crucial effort! 🌐

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**EVENTS**

## Baltimore Hosts Second North American Dredging Summit

The 2nd North American Dredging Summit, held at the Hyatt Place Baltimore/Inner Harbor Hotel on May 2 and 3, featured some of the top experts in the maritime industry.

The meeting also featured some of the leading stakeholders in the dredging sector, who hosted presentations, interactive Q&A sessions and panel discussions about some of the biggest challenges facing the industry.

**KEY TOPICS INCLUDED:**

- U.S. Policy & Regulations: Key Developments in the Dredging Industry
- Latest Technology and Developments to Assist Dredging Operations
- Securing Federal Funds for Dredging Projects
- Maintaining the Nation’s Inland Waterways
- Maryland Case Study: Innovative Reuse of Dredging Materials
- Dredging Material Disposal and Beneficial Reuse



↑ **Kristen Fidler, Chief of Outreach, Policy & Permits for the Maryland Department of Transportation Maryland Port Administration, conducts a presentation at the 2nd North American Dredging Summit.**

- Addressing Environmental Concerns
- Coastal Dredging for Port Development and Expansion

Speakers, including Kristen Fidler, Chief of Outreach, Policy & Permits for the Maryland Department of Transportation Maryland Port Administration, discussed ongoing challenges, new developments and best practices throughout the two-day program. Other presentations addressed technological innovations, in-depth case studies displaying an array of successful projects, updates on regulatory and funding initiatives, creative solutions for environmental compliance and other initiatives. 🌐

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## EVENTS

### Conference for Metal Control Association Takes Place in Baltimore

The Metal Control Association held its 29th annual conference and convention at the Hyatt Regency Baltimore Inner Harbor on May 23 through 25.

The main point of the conference is to give professionals involved in the logistical end of the nonferrous metals industry the opportunity to meet with one other and discuss topics of mutual concern.

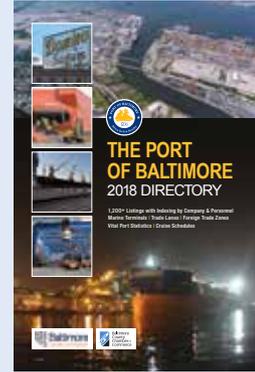
While tariffs, quotas, sanctions and Section 232 — which gives the executive branch the ability to conduct investigations to determine the effects of imports on national security — are major factors in the industry, speakers at the conference mostly focused on trucking, ocean freight, storage and other relevant issues.

Those attending the conference included representatives from non-ferrous metals producers, consumers and traders, as well as trucking companies, warehouses, railroads, barge companies and other firms.

David Ng, from U.S. Customs and Border Protection, talked about agricultural inspections. Representatives from John S. Connor, Inc. discussed trade, tariffs, possible sanctions and broker work.

Attendees were also able to take tours of Seagirt Marine Terminal, Rukert Terminals and other spots around the Port of Baltimore. 🌐

## Port of Baltimore DIRECTORY



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**EVENTS**

# REI Celebrates 80th Anniversary in 2018

National outdoor retailer REI, which routes much of its East Coast cargo through the Port of Baltimore, is marking 80 years since its founding in 1938 as a small co-op of outdoor adventurers.

The company has seen major expansion over the years, and marked a record \$2.62 billion in sales in 2017, according to an announcement of the anniversary. The founding co-op membership of 21, meanwhile, has ballooned to 17 million.

Investment in outdoor spaces is a major part of REI's mission, and in 2017, the company spent some \$8.8 million in this way. In fact, a shared commitment to the environment has played a big part in REI's partnership with the Port.

"We at the Port of Baltimore are proud to be a partner with REI. Environmental stewardship is a core principle the company is built on," said Nick Porter, BCO Account Executive for Intermodal/



Trade Development at the Maryland Department of Transportation Maryland Port Administration. "We enjoy this mutual respect and stewardship with them, and greatly appreciate their support of the Port and port community. Like REI, the Maryland Port Administration is proud of its stewardship to the environment and sponsorship of Green Port initiatives like Mr. Trash Wheel, the innovative use of dredge material and overall reduction of our carbon footprint. REI continuously seeks ways to conserve and protect our environment and evangelize the importance of such efforts. Congratulations on 80 years — fair winds and following seas for the next 80." 🌐



**NEWSMAKERS**

## Yumi Hogan, Pete Rahn Tour Rhee Brothers Warehouse

Maryland First Lady Yumi Hogan and Transportation Secretary Pete Rahn toured the Rhee Brothers distribution center in Hanover, MD on May as part of Governor Larry Hogan's cabinet meeting being held that day in Howard County. The tour of the 230,000-square-foot warehouse was led by Rhee Brothers President Robin Rhee and Director William Kang. Rhee Brothers is a leading company for Asian food import and distribution. It imports more than 4,000 dry, refrigerated, frozen and also non-food products from China, South Korea, Japan, the Philippines, Thailand and Vietnam. Rhee serves more than 800 major retail chains, club stores, restaurant chains and food-service companies throughout the U.S. East Coast and Midwest, including P.F. Chang's, Peiwei, Wegman's, Costco and Blue Apron. 🌐





COURTESY REI / © CALLISONRTKL, INC.



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**Environmental Stewardship at the Port of Baltimore** BY MARY MAUSHARD

## Port Volunteers Join Cherry Hill Tree Planting

*Photography by Bill McAllen*

Spring temperatures came late to the Baltimore area this year, but on the last Saturday in April, the fog lifted and the sun came out from behind the clouds just as Port of Baltimore employees gathered to help plant 150 new trees in the neighboring community of Cherry Hill Homes.

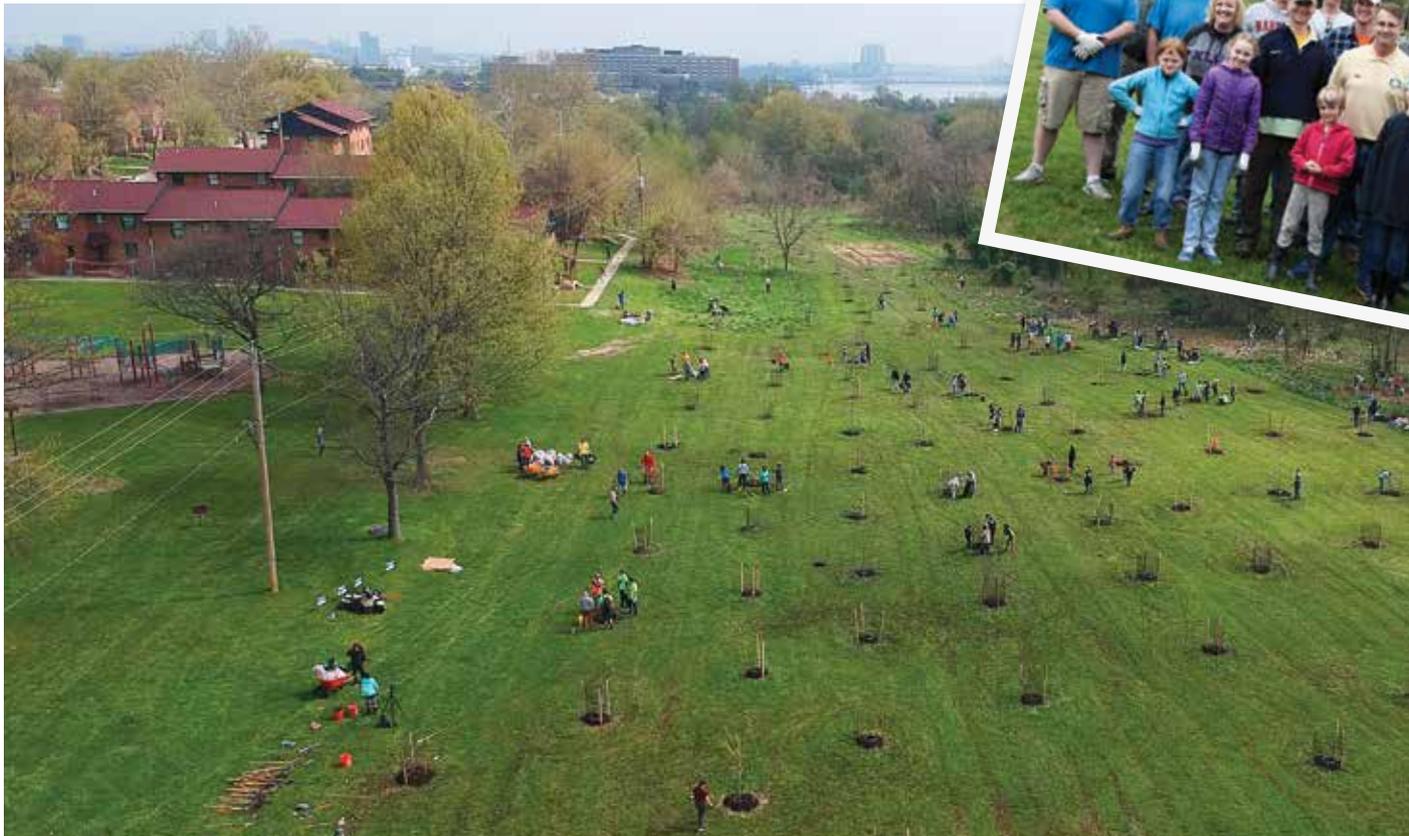
Students from nearby schools joined community members and volunteers to pick up litter and plant a variety of trees. The Arbor Day project was a partnership between the Maryland Department of Transportation Maryland Port Administration (MDOT MPA) and the nonprofit organization Blue Water Baltimore (BWB).

Long-time community resident Betty Baze described the area where the trees were planted as a special place where “family” gathered. “By family, what I really mean is the community,” she stressed.

The City of Baltimore will eventually be home to 1,000 new trees through the partnership. “Increasing Baltimore’s tree canopy helps offset sources of carbon dioxide, reduces stormwater runoff, creates wildlife habitat, saves energy, improves property values and deepens the connection to nature for city residents,” said Dave Thomas, MDOT MPA’s Deputy Executive Director. “This is a meaningful partnership, and an investment in our community, of which we are quite proud.”

“Together, we are making a difference in water quality for Baltimore,” added BWB Executive Director Jenn Aiosa.

“We thank MDOT MPA





and BWB for this wonderful opportunity to bring cherry trees back to Cherry Hill Homes,” said Janet Abrahams, Executive Director of the Housing Authority of Baltimore City.

The Association of Maryland Pilots and the Baltimore Port Alliance donated funds to ensure the volunteers had food and beverages during the tree planting. 🌍



PHOTOGRAPHY BY BILL MCALLEN

## Phase 3 Will Tweak Algae-to-Energy System

The Algae-to-Energy Program at Dundalk Marine Terminal is moving into Phase 3, a summer and fall project to refine the findings and answer the questions raised in the first two phases of this experimental effort.

The U.S. Department of Transportation Maritime Administration (MARAD), through a cooperative agreement with the Maryland Department of Transportation Maryland Port Administration (MDOT MPA), is sponsoring Phase 3 as part of its Maritime Environmental and Technical Assistance program.

This phase will provide critical design and expansion information for creating future algae flow-ways that clean water, as well as future digester and fuel cell installations that turn algae into energy at marine terminals and ports.

“We are pleased to be a part of the third phase of the ‘algae-to-energy’ project with our partners, Maritime Administration and the University of Maryland,” said Bill Richardson, MDOT MPA Environmental Manager. “Better understanding of the biomass production and handling is essential to determining feasibility of the use of this technology on a larger scale.”

In 2016, MARAD provided Phase 1 funding for laboratory studies of biogas generated by digesting algae grown on a pilot flow-way at the terminal. The flow-way is a technology designed to clean Patapsco River water by growing algae to remove undesirable nutrients. Phase 2 occurred in 2017 with the design, construction and testing of a complete operating system to generate energy from algae.

“We will continue operating the system that is at the Port but tweaking it,” said Dr. Stephanie Lansing, Associate Professor of Environmental Science and Technology at the University of Maryland College Park.

Phase 3 is addressing the following uncertainties and inefficiencies identified by an MDOT MPA-led team working on a potential large-scale flow-way layout and design:

- Further testing and understanding of how the algae change over a growing season to better design harvesting and biomass management options.
- Optimizing digester operations and design for greater biomass production and consistency.
- Assessing fuel cell deployment opportunities at the Port’s public terminals for using a fuel cell as an alternative to diesel or electric power.

Operating the system from May through December this year, “we will get the full range of data to gauge seasonal production” of algae and the resulting energy, said Lansing. That will help determine how much energy can optimally be produced and on how large a scale. Will this algal energy be able to power a large facility? Will it be able to clean the water while powering ships?

“Taking an agricultural product that occurs naturally, using it to produce energy and then applying it to an urban environment will increase the sustainability of that environment,” she said. 🌍

## Port Community Dives Into Stream Cleanup

The St. Helena Community Association welcomed helping hands to its Dundalk neighborhood on Clean Stream Day in April. Employees and guests of Port-related businesses Vane Brothers and Ecologix and the neighboring Tulkoff Food Products joined community members in clearing litter and debris from Colgate Creek and along Ralls Avenue in Dundalk. About two dozen volunteers participated in the annual event. Ports America Chesapeake is also a good neighborhood steward, said Shirley Gregory, Association President, because it adopts Willow Spring Road for cleanup three times a year. St. Helena is the southeastern-most neighborhood in Baltimore City, with 940 homes divided across the city and Baltimore County, adjacent to the Port of Baltimore. 🌐



BLAISE WILLIG



BLAISE WILLIG



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# Captain Trash Wheel Reports for Duty

Masonville Cove welcomes Captain Trash Wheel, the newest of Baltimore’s three clean-water devices.

Commissioned by the Maryland Department of Transportation Maryland Port Administration (MDOT MPA) and built over the fall and winter, Captain Trash Wheel arrived at Masonville in early spring. Water current and solar power drive the wheel, which will remove trash and debris from the water, the same as its predecessors.

As part of the mitigation package for the Masonville dredged-material placement site, Captain Trash Wheel will keep trash from entering the Middle Branch of the Patapsco River. It joins Mr. Trash Wheel at Baltimore’s Inner Harbor and Professor Trash Wheel at Harris Creek Park in Canton. 🌐



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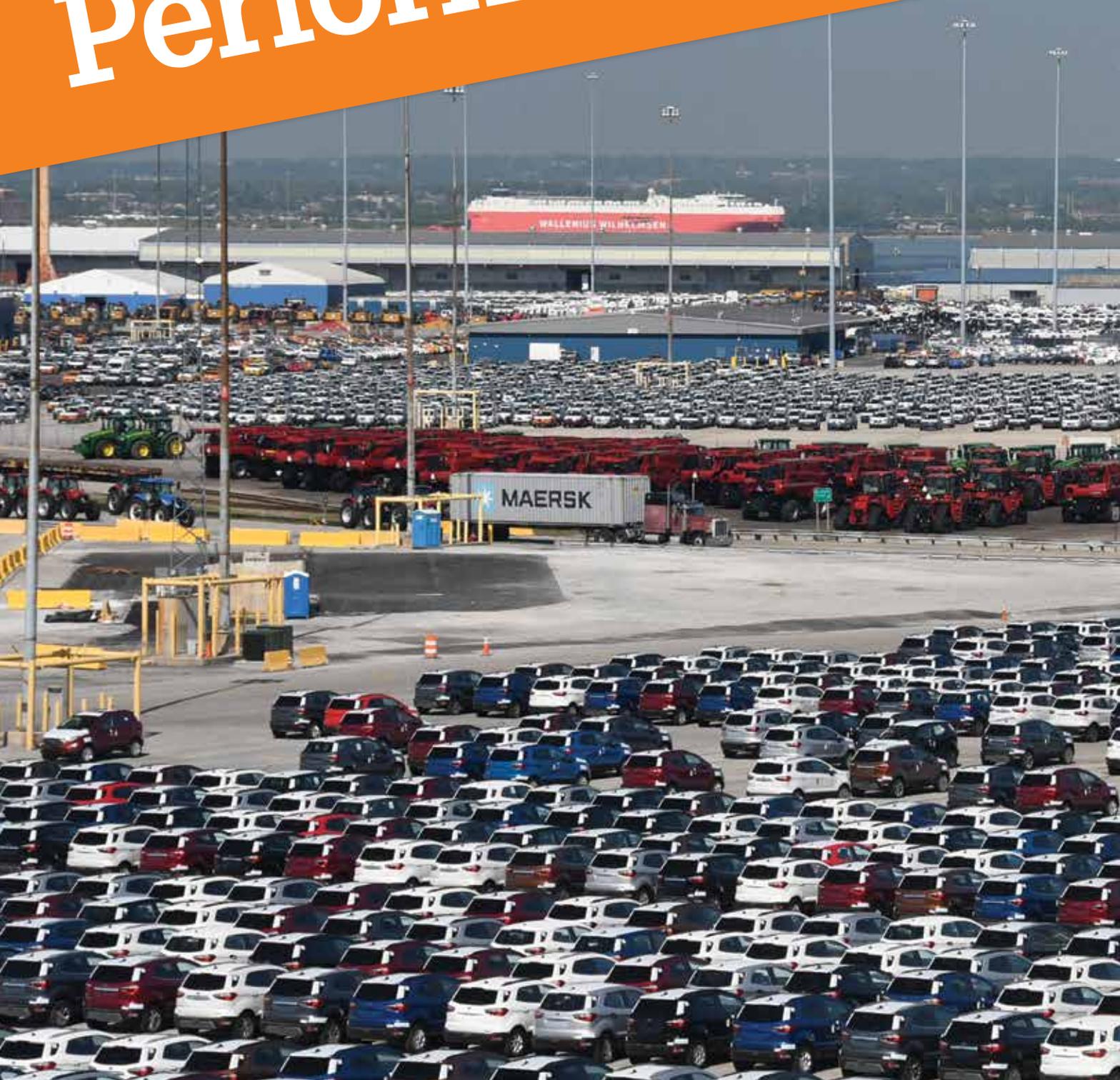
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RECORDS

# BANNER Performance



# PORT HANDLES MOST CARGO SINCE 1979

BY TODD KARPOVICH

The Port of Baltimore's public and private marine terminals handled 38.4 million tons of cargo in 2017, the highest volume since 1979 and the third-highest tonnage in its history.

Those impressive numbers come on the heels of a record year for the Port's state-owned public marine terminals. They also show how the Port is a thriving economic engine for the state, paving the way for more jobs, development and overall business in Maryland.



# The future looks even brighter

with the continuous infrastructure improvements at the Port, which are helping to attract new business to the region.

"The Port is a great example of our administration's commitment to ensuring that Maryland remains Open for Business," Governor Larry Hogan said.

The 38.4 million tons of cargo handled last year was valued at \$53.9 billion. The cargo tonnage fell just behind the record of 40.9 million tons in 1974 and 38.5 million tons in 1979.

The Port's public marine terminals, managed by the Maryland Department of Transportation Maryland Port Administration (MDOT MPA), had a

record year by handling 10.7 million tons of general cargo. It was the second consecutive year of more than 10 million tons of general cargo passing through the public terminals.

General cargo includes autos and light trucks, containers, roll-on/roll-off (farm, mining and construction equipment), forest products (rolled paper and wood pulp) and breakbulk cargo. A record number of 596,972 containers was included in the general cargo number, an 11 percent increase from the previous record set in 2016.

The Port also had increases with many of its auto customers. Jaguar-Land Rover, Mitsubishi, Nissan and Subaru



807,194 cars,  
light trucks  
handled (most in nation)

  
**38.4 million tons of cargo at Port last year**

all had excellent years, boosting gains over 2016 volumes. The high-end Tesla also enjoyed a good year in its first full year in Baltimore. The Port's geographic location as the closest East Coast port to the Midwest allows cars to be shipped to inland destinations in a more cost-effective and efficient manner.

The Port also offers auto manufacturers a choice of four on-dock auto processors, a large number of haul-away trucking companies and all major ocean carriers.

"2017 was a great year across the Port of Baltimore. Customers have recognized our consumer market access, infrastructure investments, efficiencies and collaborative approach as one that can deliver results in support of their needs," said Donovan Murray, General Manager, Intermodal/Trade Development for the MDOT MPA. "Our record volume has also brought new challenges in managing cargo flows with the same velocity and efficiency that our customers have come to expect from us. As a community, we are confident that we will continue to make the necessary investments, create solutions and generate even more opportunity and growth in the Port of Baltimore."

The Port's combined public and private auto terminals also had a record year in 2017 by handling 807,194 cars and light trucks. It was the first time that the Port surpassed the 800,000 car/light truck mark and the seventh consecutive year that Baltimore handled more cars and light trucks than any other U.S. port.



KATHY BERGREN SMITH



BILL MCALLEN

# Baltimore ranks first

among all U.S. ports for autos and light trucks, first for roll-on/roll-off heavy farm and construction machinery, first for imported sugar and second in exported coal. Overall, the Port ranks ninth among all ports for the total dollar value of cargo and 12th in foreign cargo tonnage.

The Port's track record for luring new business translates into more employment for the state. Business at the Port generates about 13,650 direct jobs, while about 127,600 jobs in Maryland are linked to Port activities. The Port accounts for nearly \$3 billion in personal wages and salary. In addition, the Port generates more than \$300

million in state and local tax revenues.

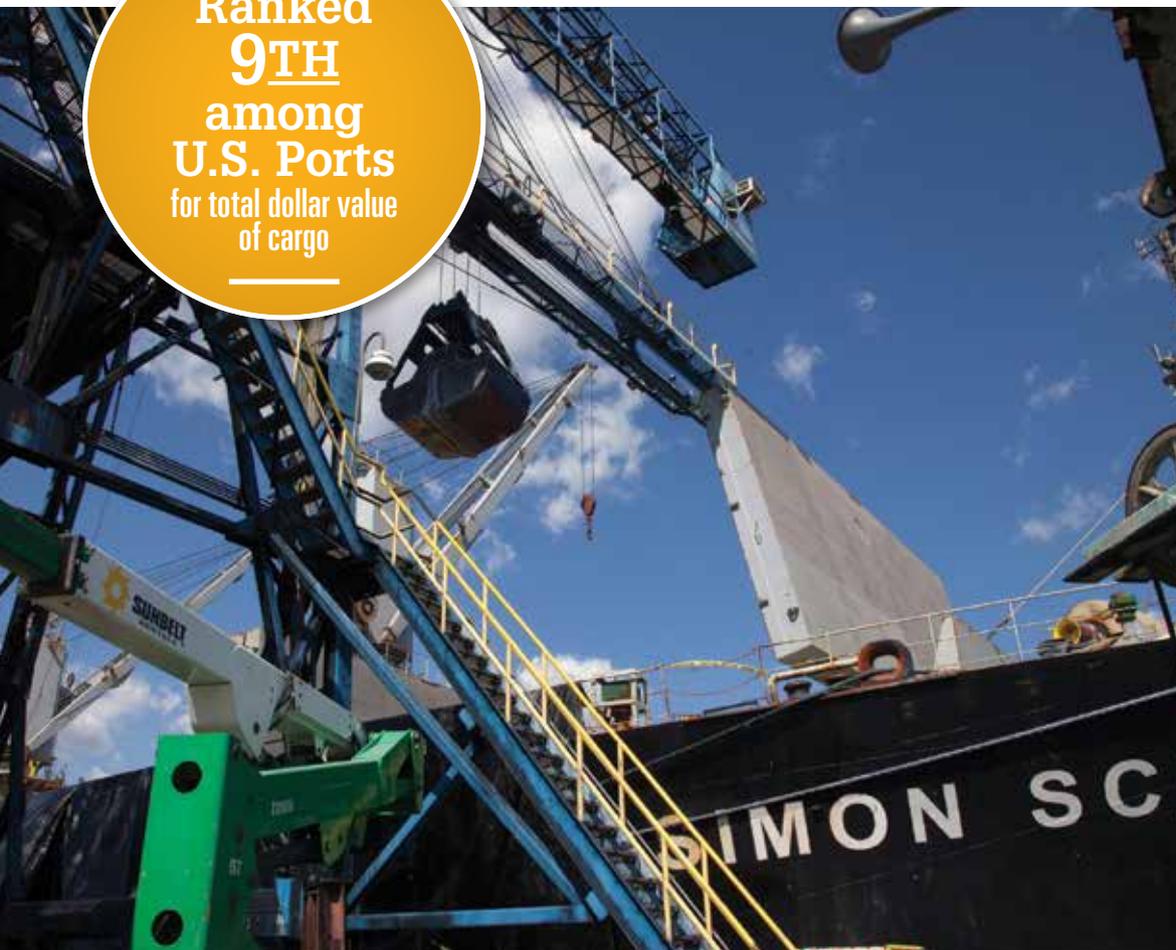
Business still continues to trend upward for the Port, which was recently named the fourth fastest-growing port in North America. It has also been recognized as one of the most efficient container ports in the United States for the past three years.

The Port is an attractive place to do business because of its direct rail access and terminal gate efficiencies. Millions of square feet of warehouse space is also available, and the Port has a strategic location on the East Coast with easy access to the Interstate-95 corridor.

*The Journal of Commerce* ranked



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among  
U.S. Ports  
for total dollar value  
of cargo



KATHY BERGREN SMITH

↓

**127,600**  
jobs in  
Maryland  
linked to Port

the Port as number one in the nation for container berth productivity, averaging 71 container movements each hour per berth. Three of the world's largest container-shipping companies — Evergreen, Maersk and MSC — operate at the Port.

In January, the Port welcomed six new rubber-tired gantry yard cranes purchased by Ports America Chesapeake, which operates the Port's Seagirt container terminal for the MDOT MPA. The six new cranes add to the 16 already in service.

Last year, MDOT MPA purchased a



## NEW CRANES at Work!

The six rubber-tired gantry (RTG) cranes that Kalmar Global delivered to the Port in January are on a mission to further boost efficiency at Seagirt Marine Terminal.

The new cranes, which bring the Port's total number of RTGs to 22, also serve as a testament to how the Maryland Department of Transportation Maryland Port Administration and Ports America Chesapeake (PAC) continue to invest in massive infrastructure to spur continued growth.

"Ports America Chesapeake's new Kalmar cranes use advanced systems and are the most

efficient available today," said Bayard Hogans, General Manager and Vice President for Ports America Chesapeake. "They will allow us to continue providing increased throughput and terminal efficiency."

The cranes, which cost \$12 million and weigh 325,500 pounds each, will lessen the wait time and help with the growing influx of containers arriving at the Port.

The new RTGs "should bring greatly needed, additional delivery capacity for the growing volume of imports arriving at the Port," said Armand

Patella, who is the Chairman of the Maryland Motor Truck Association (MMTA) Intermodal Council and a Senior Vice President at Picorp Inc. Baltimore. "This equipment represents a significant investment on landside operations by PAC, and we're hopeful that this, and further investment in facilities and systems infrastructure, will increase trucker productivity for everyone's benefit."



KATHY BERGREN SMITH



COURTESY OF CONSOL ENERGY

← *The Port of Baltimore's public and private marine terminals handled 38.4 million tons of cargo in 2017, the highest volume since 1979 and the third-highest tonnage in its history. Some of the key products include wheat, sugar and coal.*



  
**\$3 billion**  
**personal**  
**wages, salary**  
**created at Port**

70-acre property at the Point Breeze Business Center, located directly behind the Seagirt Marine Terminal on Broening Highway. The new space will be used to house and process additional cargo. This purchase marked the first land purchase for the Port in 30 years, and Port officials expect it to provide sufficient container capacity through 2030.

Some of this growth can be attributed to the \$5 billion expansion to make the Panama Canal 180 feet wider and 60 feet deeper. These improvements provided a more direct route to the U.S. East Coast.

Baltimore is one of only four eastern U.S. ports with a 50-foot (15.2 meters) shipping channel and a 50-foot container berth, allowing it to accommodate some of the largest container ships in the world.

On July 19, 2016, the *Ever Lambert*, a cargo carrier from Taiwan, was the first supersized container ship to reach Baltimore through the Panama Canal, and many more have followed. 🌐





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# A Strong STRATEGIC

BY TODD KARPOVICH     *Photography Courtesy of Wallenius Wilhelmsen*

## WALLENIUS WILHELMSSEN BOOSTS MARKET PRESENCE WITH ACQUISITION OF KEEN TRANSPORT

# T

he recent acquisition of Keen Transport Inc. by Wallenius Wilhelmsen will mean expanded services for clients at the Port of Baltimore.

Wallenius Wilhelmsen signed an agreement to acquire 100 percent of the shares in Keen Transport from Platinum Equity for \$64 million in December.

This acquisition resulted in a singular ocean/inland transportation provider.

"We feel that the overall synergy with Keen will enhance the volumes moving through the Port of Baltimore, given our processing capabilities," said Rich Heintzelman, Executive Vice President, Head of Business Development, EPCs [Equipment Processing Centers] and Terminals for Wallenius Wilhelmsen Solutions. "The Port has been a great partner through the years . . . and we look forward to continuing this cooperation in the years ahead."

Keen has 450 employees and operates 14 High and Heavy Equipment Processing Centers and a specialty trucking entity in the U.S. Keen also provides value-added facility services, equipment modification, transportation and load consolidation for about 20 Original Equipment Manufacturers (OEM).

Furthermore, Keen was instrumental in helping the Maryland Department of Transportation Maryland Port Administration (MDOT MPA) streamline the process for the Maryland One program.

The acquisition of Keen Transport is a strong fit strategically and operationally for Wallenius Wilhelmsen, yielding significant synergies. The increased footprint represents an opportunity to capitalize on the improving fundamentals of the mining and construction sector in the U.S., as well as substantiate a trend where more advanced work and services are performed at EPCs — outsourced from OEM factories.

"We believe our customers will benefit from having multiple options to meet their needs, such as on-port



# Fit

short-term storage and other technical services,” said Eric Fields, General Manager of Equipment Process Centers, North America for Wallenius Wilhelmsen Solutions. “With the acquisition, we can now provide

equipment markets. As additional and more sophisticated services are performed at EPCs, Keen and its 14 such centers allow Wallenius Wilhelmsen to significantly increase its network of facilities.

**“ We believe our customers will benefit from having multiple options to meet their needs, such as on-port short-term storage and other technical services.”**

— Eric Fields, General Manager of Equipment Process Centers, North America for Wallenius Wilhelmsen Solutions

additional technical services, as well as a full range of paint services within a few hours of the Port.”

There is also more potential for growth with heavy-haul logistics and transportation services for the construction, mining and agriculture

In addition, Keen’s trucking expertise and services enable Wallenius Wilhelmsen to offer services throughout the high- and- heavy-equipment outbound supply chain.

“Keen, Wallenius Wilhelmsen and the Port of Baltimore have all

been working together as partners for decades,” said Chris Easter, President of Keen Transport at Wallenius Wilhelmsen. “The Wallenius Wilhelmsen acquisition of Keen enhances this relationship.”

Keen had revenues of \$82 million and earnings of \$10 million in 2016.

“With Keen as part of our group, we will become the clear market leader in the U.S. H&H [High and Heavy] Equipment Processing space, positioning ourselves for the forecast growth in this segment,” said Craig Jasienski, President and CEO of Wallenius Wilhelmsen.

Platinum Equity acquired Keen Transport in 2012 from the Keen family. Second-generation company leader Bill Keen continued to serve as an advisor for the past five years.

“Platinum’s operational expertise helped us transform from a family-owned business into a more sophisticated enterprise that is well prepared for the future,” said Easter. “They helped us develop new capabilities and delivered the tools we needed to operate more effectively.”

In December 2015, Wallenius Wilhelmsen signed a new agreement with MDOT MPA to serve the Port of Baltimore for another 30 years, until 2045. The contract is expected to generate 2,500 jobs over the next three decades.

Baltimore is the leading auto and ro/ro port in North America, and Wallenius Wilhelmsen ranks as its top ro/ro customer, with more than 200 people employed at its terminal. The new contract, which replaced a 20-year deal set to expire in 2021, supports nearly 1,000 jobs at the Port and another 1,500 jobs created by Wallenius Wilhelmsen’s business in the state. 🌐

# GREENPORT CONGRESS

Green Initiatives  
Are Good  
Business for  
World's Ports



BY MARY MAUSHARD | Photography by Bill McAllen

**G**reen ports are both smart and profitable. That was the message reiterated throughout the America 2018 GreenPort Congress, held May 16-18 in Baltimore.

"The Port, an economic engine for Maryland, has embraced efficiencies, and these efficiencies have both economic and environmental benefits" said Donovan Murray, General Manager for Intermodal/Trade Development for the Maryland Department of Transportation Maryland Port Administration (MDOT MPA).

Co-sponsored by the Helen Delich Bentley Port of Baltimore, the Maryland Department of Transportation and the Maryland Department of the Environment, the first GreenPort Congress in the United States brought 200 maritime professionals from around the world to showcase best practices and share solutions to continuing challenges.

"The Port of Baltimore is one of the busiest and

best-performing ports in the U.S.," said Maryland's Lieutenant Governor Boyd Rutherford. "We are equally proud of the environmental progress the Port has made."

Many of the presentations highlighted the Port's environmental achievements in reusing dredged material, limiting diesel emissions, developing natural habitats for birds and waterfowl, controlling storm water runoff and myriad other initiatives that make the Port a leader and a model for sustainability.

"You don't have to sacrifice economic success for environmental success," added Joseph Greco, Director of Planning & Trade Development at Ports America Chesapeake (PAC), which operates Seagirt Marine Terminal. "Good environmental practices are good for business."

To illustrate his point, Greco stressed that outdoors outfitter REI and the Port of Baltimore share environmental concerns and a commitment to sustainability — one of

the main factors in REI's decision to contract with PAC to import many of its products through Baltimore.

Indeed, a commitment to sustainability was another major theme of the conference. "Sustainability has the world's attention; sustainability is not a choice," said the first day's keynote speaker Raymond Fitzgerald, Chief Operating Officer of Wallenius Wilhelmsen Solutions (WWS), an international logistics firm with a major presence at the Port. "We have to change what we do and how we do it." He noted that WWS is experimenting with wind and solar power to run its ships, is developing larger ships to haul more goods per load and is committed to a "zero-emissions vision."

Fitzgerald suggested that one way to make these changes is through partnerships — another theme of many presentations — such as the Trident Alliance of 45 shippers.

Hoping to gain insight from other port professionals is what brought Matthew T. Gueh, a policymaker for the National Port Authority of Liberia, to Baltimore for his first GreenPort Congress.

"I'm hoping to take knowledge back to improve our port facilities," he said, citing a lack of training in environmental issues and handling cargo, as well as

Liberia's extreme poverty, as factors keeping the country from having more economically successful ports. Gueh said he would also be appealing to others at the Congress to visit and invest in Liberian ports.

A panel session of the Congress was devoted to partnerships closer to Baltimore — those between the Port, plus its key businesses, and the greater community, some neighborhoods adjacent to the Port and others that stretch across the area.

"The Port has been a phenomenal partner; it's a model for Baltimore and other areas," said Talib Horne, Executive Director of Bon Secours Community Works, which concentrates its efforts near its hospital in West Baltimore.

Horne cited programs to train young people to be climate ambassadors, and a contract with the Port to hire individuals to turn abandoned lots into neighborhood gardens.

Another panel member, Destiny Watford, is looking to expand the Port's support in her Curtis Bay neighborhood, where a fire destroyed 10 residences last year. The low-income community is creating a land trust to encourage community development, specifically to rebuild the homes at affordable prices.

The young community advocate applauds the Port's involvement in her neighborhood on smaller projects; now, she would like to see it join this admittedly bigger venture. Rebuilding the community "is really hard and takes a lot of time," said Watford, a recent Towson University graduate.

The Port, however, has shown that it is prepared for such challenges. 🌐



**"The Port has been a phenomenal partner; it's a model for Baltimore and other areas."**

— Talib Horne, Executive Director of Bon Secours Community Works



**Keynote speaker: Raymond Fitzgerald, Chief Operating Officer of Wallenius Wilhelmsen Solutions.**



**Lt. Gov. Boyd Rutherford**



**Transportation Secretary Pete K. Rahn**



**Port-related businesses shared their projects and products at exhibits and information booths.**

# A History of Material Handling Expertise, Personalized Service

ALL FREIGHT DISTRIBUTION SUCCEEDS WITH CLOSE TIES TO PORT

BY **TODD KARPOVICH** | *Photography by Kathy Bergren Smith*

**A**ll Freight Distribution provides full-service warehousing for the Port of Baltimore and the surrounding region.

The company specializes in steel, chemicals, machinery and packaged food products and does business from its 100,000-square-foot facility at Holabird Business Park — a six-minute drive from the Port.

All Freight Distribution, founded by Mark Eisenberg in 1979, also keeps close ties with the Maryland Department of Transportation Maryland Port Administration (MDOT MPA) — a relationship that has been productive for both sides.

Since its founding, the company has evolved into a warehouse specializing in handling canned food imports and, at one time, was a meat-inspection station, primarily handling canned corned beef from Brazil.

General Manager Bartly McDougall has been with All Freight Distribution for around 20 years, running the day-to-day operations. He is the main decision-maker on a day-to-day basis for operations and quotes for rates.

All Freight Distribution works in close proximity to the Port, so the company is fully behind the MDOT MPA's initiatives to boost local business. Representatives for All Freight Distribution said the company



**ALL FREIGHT**  
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sells "the Port as a matter of course."

Executives at All Freight Distribution said MDOT MPA's sales department takes the time to get first-hand knowledge of services provided by the company. During the course of their sales work, the MDOT MPA sales teams are often asked for recommendations for needed services. That first-hand knowledge gives them the basis for passing on the leads to those services that All Freight Distribution can fulfill.

The company also credits the *Port of Baltimore Magazine* and *Port Directory* as being helpful publications for getting information to companies around the world that want to do business at the Port. Many of these companies use the publications as references for other firms working around the Port, according to All Freight Distribution officials.

After being launched almost four decades ago, All Freight Distribution eventually focused on becoming a key transloading operation. This became critical because the firm began specializing in handling steel products like coils, ingots and plate, and in aluminum.

All Freight Distribution found that these heavy products would

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GENERAL MANAGER:  
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SALES MANAGER: Mel Bafford

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often be overweight, and thus, illegal for over-the-road moves. Importers would have to transload from steamship line containers to over-the-road trucks.

Over the years, the company has forged stronger bonds around the Port community. From the standpoint of a small business, it has been helpful to have people out there in remote areas seeing Port customers and passing that lead info on to those who can offer the needed services, according to company officials. The freight forwarding/customs house brokers are also key in looking to service companies like All Freight Distribution to serve the needs of their customers.

The All Freight Distribution warehouse at Holabird Business Park effectively fits the company's present business needs, including long-term

storage. The operations also have U.S. Department of Agriculture meat inspections on site.

Some of the other key areas of business at All Freight's site are:

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All Freight Distribution also owns a fleet of trucks dedicated to port retrieval and drop-off. The specialized drivers are trained and cleared for Port access. What's more, the company offers cross-docking and is ideally situated to quickly and efficiently transload both imported and exported products.

To maintain an effective business, All Freight Distribution uses open lines of communication from its clients to improve each day. Today, importers, exporters and service companies are focused on potential tariff increases on steel and aluminum and the company adjusts to those needs.

While the issue is pending, the suppliers overseas are using the hype to hold back product, while buyers are trying to get their supplies in hand



before the tariffs materialize. Some importers are having problems getting their orders fulfilled.

All Freight Distribution's customers change, and the company simply changes with them. While the firm does not have the biggest warehouse around the Port, company officials emphasize strong customer service.

As a result, representatives for All Freight Distribution hear "wonderful things" about how the company's customer service reps handle issues and provide input in advance of problems by having a constructive, ongoing dialogue with customers.

"Our ambitions are to provide the best service to our customers as is possible," a company representative said. 🌐



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# Growth Based on Quality Service

## RPM WAREHOUSE AND TRANSPORTATION HAS CLOSE PARTNERSHIP WITH PORTS AMERICA

BY TODD KARPOVICH | Photography by Kathy Bergren Smith

**R**PM Warehouse and Transportation developed a strategic partnership with the Port of Baltimore when the New Jersey-based company expanded into Maryland.

The nature of RPM's business in this region is to service a few key accounts — primarily related to high-volume containerized cargo imports. As a result, working with the Maryland Department of Transportation Maryland Port Administration and surrounding businesses made perfect sense, and the results have been very positive.

"The Port and its affiliates embraced our presence from the very beginning and offered a lot of support to help get us started," said Richard Curylo, Director of Business Development for RPM. "If it wasn't for the Port and terminal operators' commitment to quality

service and productivity, our business couldn't succeed or grow."

RPM's main partner is Ports America Chesapeake, the terminal operator at Seagirt Marine Terminal. This is the primary terminal for the containerized cargo handled by RPM on behalf of its clients.

"Their customer-service level has been excellent since inception," Curylo said. "Their communication tools are effective and the on-terminal productivity has been seamless. They consistently offer help and guidance to promote future growth and continuous improvement and are always very accommodating to receive guests for on-terminal visits and tours."

RPM was founded more than 35 years ago and has continued to grow annually. Curylo credits much of the success to the company's loyal and talented workforce. RPM has been very fortunate to retain longstanding company employees dedicated to the business. In fact, RPM's first-ever hire is still with the company.

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RPM also places an emphasis on quality service, with the primary business supporting the demand for services in warehousing and transportation on behalf of the food and beverage industry.

"Quality service has been a key driver for our growth," Curylo said.

RPM prides itself on the flexibility it offers its clients, and that has translated into improved customer service. With a constantly changing regulatory landscape and a booming economy, RPM has adapted and embraced change.

The company serves client needs that range from importing one 20-foot equivalent unit (TEU) annually to 5,000 TEUs annually. For the clients importing just one container per year, personalized customer service is imperative.

"We visited the Port with a client that imported its first container in 2017," Curylo said. "Their first container was flagged for a customs exam. As a small business, they are very cost-prohibitive, especially with regards to unexpected costs, so the exam fee is concerning to say the least. The terminal management was able to connect our client with their customs-related support team in order to gain a better understanding and relationship with customs. It goes to show that, no matter what size your business, the commitment to quality service is apparent."

### RPM WAREHOUSE AND TRANSPORTATION AT A GLANCE

HEADQUARTERS: Edison, NJ

EMPLOYEES: More than 280

EXPERTISE: Public warehousing and transportation, with focused attention and commitment to the needs of the commodities industry — predominantly coffee and tea

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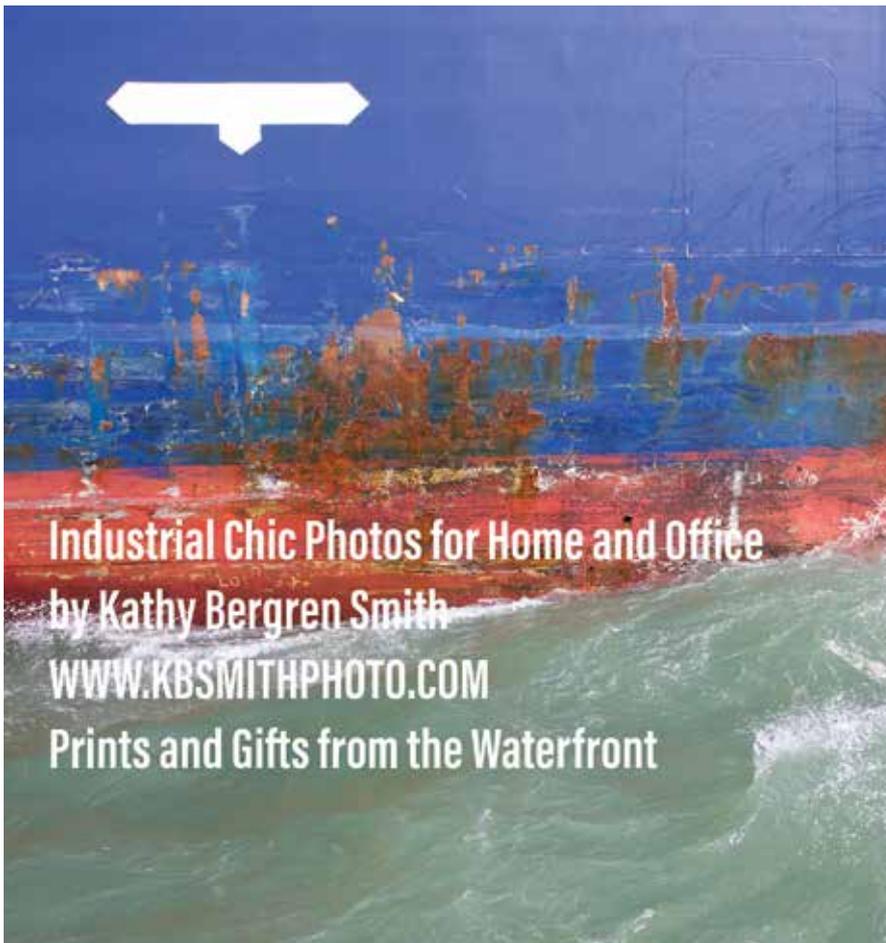
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For RPM, client feedback is at the very core of development and growth. RPM's business is inherently customer-driven since the firm is a third-party logistics company. "We remain very active in growing with our clients — in fact, our presence in Baltimore is proof of that," Curylo said.

RPM also tries to keep up with current industry trends. Some of the **key issues** the company is focusing on include:

- **The constantly changing regulatory landscape.** RPM does its best to stay ahead of the curve with regards to compliance. The company has a team in place that's knowledgeable about regulatory and compliance issues.
- **The demand for industrial real estate is at its highest in recent history.** The internet retail companies have put significant pressure on the logistics sector, by diminishing the availability of competitive warehouse space; thus driving vacancies to record lows.
- **The changing political and macro-economic environment.** Due to some recent tax incentives, implemented by the current administration, the availability of equipment (specifically transportation equipment) has created a lot of challenges for the firm.

In addition to growing its business, RPM has also been sensitive to environmental issues.

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← RPM has more than 280 employees who focus on quality service for the firm's loyal clients.

With its warehousing operations, RPM has expanded the use of a solar project at its facilities. For example, RPM's headquarters — a 350,000-square-foot facility in Edison, NJ, has run entirely on solar power — providing enough power for the company's general consumption, industrial equipment and electric forklift chargers — since December 2017.

The company also increased its electric forklift fleet by an additional 20 percent — currently 50 percent of total company forklifts are electric; by 2020, the company expects to be at 100 percent.

RPM also promotes zero waste. "Traditionally, most of the product we store and further deliver to our clients is bulk-packaged in a range of methods. We have promoted innovative ways to receive product, thus promoting zero waste, or at the very least, an opportunity to adopt a recycling program," Curylo said.

With transportation, RPM is expanding Environmental Protection Agency emissions compliance by 10 percent annually. There is also a plan to expand the New Jersey chassis fleet to eliminate the need to shuttle between chassis depots and port terminals. This currently accounts for roughly 10 percent of RPM's fuel and mileage consumption for port drayage activity.

The company also plans to introduce the Tesla Electric Semi in several strategic areas still to be determined.

As a result, the future looks bright for RPM Warehouse and Transportation. 🌐



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# Maryland Port Administration

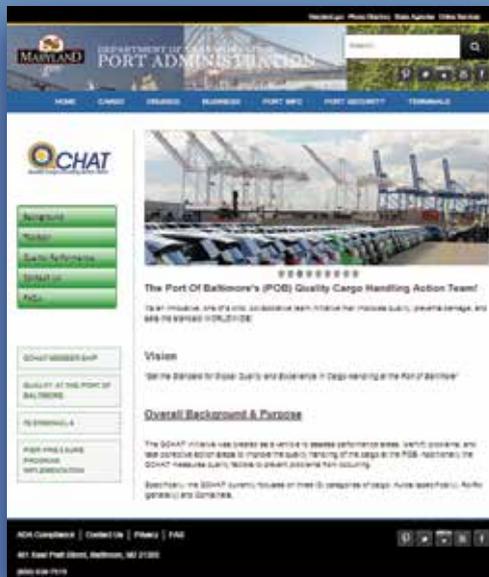
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**For more information:**

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[jgutowski@marylandports.com](mailto:jgutowski@marylandports.com)

# From Captain to Executive

JON STRETT PLAYS KEY ROLE IN WWO'S OPERATIONS

BY MERRILL WITTY

**C**aptain Jon Strett, as head of North Atlantic Ports and Cargo Operations for Wallenius Wilhelmsen Ocean (WWO), is responsible for all of his firm's vessel and port operations along the East Coast — from Newport News, Va., through Halifax, Nova Scotia.

His role at the Port of Baltimore and beyond has expanded significantly since he joined the shipping company here in 1997. "I started as a port captain in Baltimore Operations for nine years, responsible for the planning and execution of just one ship's operations at a time," he said. "I then shifted into Cargo Quality team handling, specialty project moves, including heavy lifts, throughout the United States and Canada for six years."

Before moving to his present position, Strett became the Baltimore Vessel Operations Manager in 2013, responsible for the daily operations of all the ships that call at the Port of Baltimore for Wallenius Wilhelmsen, American Ro/Ro Carriers and some Eukor vessels. He now oversees the comings and goings of more than 130 ships at four ports, with occasional calls at three others.

Strett, whose family's roots go back to 1706 in Maryland, began his journey in the maritime industry long before he went to work in Baltimore.

Recalling his years at the Maine Maritime Academy on Penobscot Bay, Strett said, "We would do most anything for money. I commercially dove for scallops off the coast



KATHY BERGREN SMITH



**"You would be amazed as to what rolls over these docks: railcars from the Holocaust, windmills to generate energy, military tanks and state-of-the-art vehicles, such as Teslas and McLarens, even grape pickers."**

— Jon Street, Head of North Atlantic Ports and Cargo Operations for Wallenius Wilhelmsen Ocean

of Maine in winter, worked as a longshoreman throwing frozen fish on the docks in Searsport, and even picked blueberries by the pound. You just did whatever it took."

After graduating from the academy, he found a tight job market. "I would take jobs on tramp tankers and bulk carriers that would work through the Gulf of Mexico and the U.S., transporting grain to Africa or Europe," Strett said.

The adventures continued: "I

worked for Alcoa Aluminum and took a ship up the Amazon River and the Congo River. ... I worked on the airport project in Hong Kong. We would transit the busiest harbor in the world several times a day."

Then, after working on many more ships and getting married, Strett came ashore for Wilhelmsen Lines — as it was then known — in 1997, headquartered in Baltimore's World Trade Center. He was one of six Port captains.

“We ran 17 combination container and ro/ro vessels — containers on the weather decks and three decks below. Tractors, agricultural combines and noncontainerized project cargo would fill the strong decks, and autos would fill the hanging decks,” he said. “Those ships even carried their own cranes on the weather deck, and some had an elevator that serviced the lower decks one piece at a time.”

“We would plan the ships’ layout and stability and then follow the ship, [actually flying ahead to be in port when the ship arrived,] port to port from Texas to Canada,” Streett said. “We would load wood pulp, roll paper, tractors, heavy lifts, entire chemical factories, even live cattle in specialty containers as we resupplied Europe after the mad cow disease fright.”

WVO now operates more than 60 highly advanced ro/ro ships with increased fuel efficiency and typically 12 cargo decks. It also operates with sister companies American Ro/Ro Carriers and Eukor.

Streett said WVO has more than 200 berth calls a year to the Port of Baltimore and extended a 30-year lease on 200-plus acres of the Dundalk Marine Terminal.

“You would be amazed as to what rolls over these docks: railcars from the Holocaust, windmills to generate energy, military tanks and state-of-the-art vehicles, such as Teslas and McLarens, even grape pickers,” he observed.

Throughout his career in Baltimore, Streett has worked on several innovations at the Port. “With the huge variety [of cargo], we saw a need to train longshoremen and women,” he said. “So in 1997, Bob Barron, Fred Dole and Mike Curran started making training videos for how to operate tractors. These tapes would play at the union hall as drivers waited for jobs.”

The concept took off, and in 2001, Streett joined the late Lou LoBianco of the Maryland Department of Transportation Maryland Port

Administration (MDOT MPA) and the Steamship Trade Association in expanding the Ro/Ro Rodeo, the premier training event of its kind in the Americas. This year, technical specialists, representing 15 manufacturers and 22 brands participated.

“In 2001, I also joined a fledging group called the Quality Cargo Handling Action Team (QCHAT), initiated by Wilhelmsen Lines’ Eric Carlson, Chrysler’s John Dostle, Fritz De Goede with the stevedores, and facilitated by the MDOT MPA’s Barbara Leight,” said Streett. “We identified quality point factors that were affecting our Port customers.

“QCHAT’s philosophy was that we were having collective problems that required a collective solution. This required steamship lines, stevedores, labor and manufacturers to sit down together in the same room and have a discussion.” To this day, QCHAT continues its work at the Port.

A resident of Fallston, Streett is active in his community as a long-time Boy Scout leader and a member of the Liriodendron Foundation, which oversees the historic Liriodendron Mansion, a Harford County museum. He recently spoke at the 100th anniversary of Camp Purnell, a convalescent camp for World War I soldiers founded by Dr. Howard Atwood Kelly, whose Harford County summer home became the museum.

Streett’s contributions do not go unnoticed. “Jon is a walking encyclopedia of all things shipping and cargo handling,” said Mike Derby, WVO’s head of North American Port and Cargo Operations. “Whether it be quality, safety, efficiency or the most obscure factoid you never wondered about, those who work and interact with Jon can count on him sharing his knowledge freely. He’s a great asset for WVO, our customers and the Port of Baltimore.” 🌐



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STORY BY KATHY BERGREN SMITH

## Port of Baltimore Has a Long History as an Auto Hub

**B**altimore has been a vehicle import and export hub since the late 1950s, when Volkswagen and Mercedes-Benz began bringing cars to the Port. This photo is most likely of autos headed out of the Port on a ship from Locust Point in 1960.

Today, Baltimore ranks first in the nation for handling autos and, according to an industry veteran, there is a good reason.

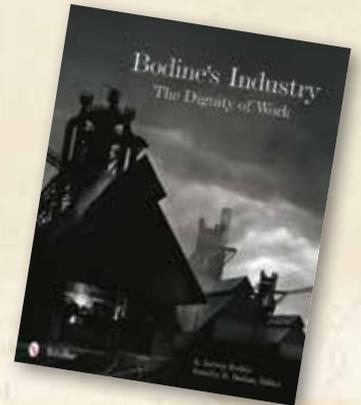
The first thing that put Baltimore on the map as a key auto import/export

hub was our geography. Baltimore is closer than any other East Coast port to the huge population centers of the Midwest. But the next phase of our success, “simply put, is the quality program that the Port of Baltimore developed that is so attractive to the automobile manufacturers,” said Mel Bafford, who spent more than 30 years with the Maryland Department of Transportation Maryland Port Administration. Bafford said that in 1976, in meeting with representatives from Fiat, the company raised the

issue of damage prevention and asked the MDOT MPA to work on a program. Thus began the focus on quality that would ultimately become codified in 2000 as the Quality Cargo Handling Action Team, or QCHAT.

This program is a collaboration between all the stakeholders in the Port’s auto business: the manufacturers, the shipping lines, the railroads, the truckers and the longshoremen and the stevedores. The team meets monthly to address issues and assess progress.

This unique program has become the hallmark of auto handling and the industry standard for best practices. 🌐



*A. Aubrey Bodine*

This image is from the archive of A. Aubrey Bodine (1906–1970). During his nearly 50-year career as a *Baltimore Sun* photographer, Bodine captured the city with an artist’s eye. His fine art work is known worldwide. Bodine’s work is available for viewing and prints and books may be purchased at [www.aubreybodine.com](http://www.aubreybodine.com).



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